

From: Doran, Kathy
Sent: Thursday, February 28, 2002 10:56 AM
To: Baloh, Richard; Beckman, Jeffrey; Breetz, Deborah; Bryant, Lisa; Cadet, Ronald; Clark, Jose; Corey, Elizabeth; Covey, Kendra; Cowan, Maureen; Detzel, Carol; Di Salvo, James; Duilon, Lee; Dunleavy, Kevin; Everleth, Michelle; Frank, Christopher; Fulop, Jeffrey; Fusting, Erin; Gargas, Ed; Greer, Paige; Haber, Tony; Hagan, Jodi; Harrison, Jimmy; Hayes, Robyn (Sales); Wautier, Shawn; Heyward, Tammy; Holland, George; Houston, Steve; Jones, Raphael; Kane, Eileen; Mack, Anthony; Matylewicz, Mark; McKissick, Tim; Mohrhoff, Lorrie; Needham, Diane; Newkirk, Lori; Niermann, Kipra; Paskalis, Dana; Pastor, Richard; Pierce, Douglas; Pizzola, Jerry; Pribula, Tad; Reis-Platter, Heather; Ritter, Andy; Russell, Jack; Scully, Dennis; Sharkey, Paul; Sigmon, Drew; Smith, James; Sokolosky, Karolyn; Tedeschi, Nicholas; Hedrick, Cheryl; Waldron, Britt; Walker, April; Weaver, Scott; Whelan, Cate; Williams, James; Wolfe, Kenneth; Wooden, Winston; Ainsworth, Kirk; Arnold, James; Bangs, Christopher; Boenning, Gregory; Bramer, Joel; Brandon, James; Bushaw, Owen; Caldwell, Jared; Carlson, Don; Chalfont, Shannon; Christofilis, Michelle; Collier, Mary; Cordaro, Cynthia; Crane, Kevin; Crilley, Pat; Dalcher, Dana; Dass, Vishal; Davault, Linda; Earl, Andrea; Eisinger, Katrina; English, Deon; Franklin, Archie; George, Dennis; Gissendanner, Beth; Richmond, Christy; Growney, Jay; Halbert, Phillip; Henry, Jennifer A "Sales"; Hess, Tracey; Hickerson, John; Hilburn, Chris; Hopkins, Carol; Hosmer, Margaret; Kelly, Lisa; Killion, Laura; Klens, John; Laird, Sendi; Lashier, Scott; Leffler, Robert; Linker, Elizabeth; McBride, Ronald; McIntosh, Craig; Miller, Kerry; Morgan, Timothy; Morra, Brian; Nawrocki, James; Petersen, Ronald; Preaus, Robin; Price, Gina; Purdy, Hal; Robertson, John; Rowlands, Lloyd; Saward, Chad; Schroeder, Peggy; Simpson, Marcus; Smith, Sandra Jo; Stottle, Jennifer; Tover, Scott; Varick, Joseph; Williams, Ruth; Brzozowski, Allen; Cangialosi, Jim; Carbone, Cheryl; Curran, Mark; DiStefano, Vincent; Doucette, Dan; Harper, James; Henderson, Ed; Huffman, Gary; Johnson, Stephen; Kenney, James; Mollick, Thomas; Moore, William; Pearcey, Tom; Silverman, Richard; Strada, Jeff; Amundsen, Tim; Innaurato, Mike; Myers, Mary; Noel, Marjorie; Salwan, Sharon; Valerio, Linda
Subject: FW: Grant Requirements - Field Drop Off
PLEASE READ THE MESSAGE BELOW REGARDING SUBMITTING GRANT REQUESTS.

Kathy

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Hello!

Attached is a very useful tool to use when working with institutions that are interested in submitting a grant request to Purdue. This attachment may be left with an institution to assist them in writing the grant request. Representatives/AE's are not permitted to write grant request letters on behalf of an Institution. It is recommended that representatives/AE's fill out their coordinators name and phone number prior to printing the attachment.

8813946407

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Please note, there is information that the grant committee prefers not to see in the body of the letter and could result in no support for the program, such as:

1. Jane Doe, sales representative promised me \$5000 in support of this program.
2. We have sold more OxyContin than ever. This program will ensure that our sales will increase.
3. Purdue will definitely get "a bang for their buck" if they support this program.
4. We have secured Dr. Smith, an active member of your speakers bureau, to speak at this program.
5. Jane Doe, your sales representative, has made the arrangements for this program.

If you have any questions please do not hesitate to contact your regional coordinator.

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